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#### **INVESTOR CONFERENCE**

Attached is a copy of the presentation slides which will be delivered by Decmil Group Limited (ASX:DCG) Chief Operating Officer at an investors conference held in Port Hedland.

Yours faithfully,

Justine Campbell
Company Secretary

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EUROZ NW CONFERENCE PRESENTATION



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# GROUP HIGHLIGHTS – FY10 OVERVIEW

Financial

- Revenue from continuing operations up 29% to \$329m
- **EBITDA** from continuing operations up 51% to \$29.9m
- NPAT from continuing operations \$19m, EPS increased to 15.46c
- Cash on Hand of \$53m up 131%

Corporate & Operations

- Finalised corporate restructure sale & closure of non-core businesses
- \$256m of new contracts and contract extensions awarded
- Strengthened Board and Executive Management Team
- Total workforce including contractors of approx. 1,000 people
- Continued investment in HSE programs for improved performance

Strategy

- Solid organic growth from core asset across all business areas
- Continued focus on core WA resources and oil & gas markets
- Progress in diversifying revenue streams
- Healthy pipeline of opportunities in core markets
- Total forward order book of approx. \$285m at Sept 2010



# **COMPANY OVERVIEW**

DGL is a leading design, civil engineering and construction company

#### Strategic focus

- oil & gas, resources and infrastructure sectors

#### Geographic focus

- Western Australia north west

### 30<sup>+</sup> years of remote and regional experience

#### Solid reputation with blue-chip clients

- service and delivery
- targeted contract size of \$100m+

#### **Our clients include:**











#### Capital Structure at 30/09/10

Shares on Issue	123.8m
Market Cap	\$295.9m







# **COMPETITIVE LANDSCAPE**

Small number of players capable of servicing Decmil's target contract size of \$100m+

	Accommodation Villages	Civil Works	Non-Process Infrastructure
DECMIL GROUP	1	1	1
<b>Leighton Contractors</b>	$\sqrt{}$	$\sqrt{}$	X
Thiess	$\sqrt{}$	$\sqrt{}$	X
John Holland	X	X	$\sqrt{}$
Forge Group	x	Small	$\sqrt{}$
VDM Group	Small	x	$\sqrt{}$
Macmahon Holdings	x	$\sqrt{}$	X
NRW Holdings	x	$\sqrt{}$	X
Georgiou Group *	Small	$\sqrt{}$	$\checkmark$
DORIC Group *	Small	X	$\checkmark$

- Based on contracts performed for Tier One Clients
- Limited competition in each area of work

\*Private Companies



# **KEY PROJECTS**

Strategic focus on North-West WA resources and oil & gas projects







# PROJECTS - CIVIL WORKS

#### Pluto Site A – Civil Works

CLIENT Woodside Energy

VALUE \$115 million

DETAILS Supply and install concrete foundations and pedestals,

in-ground electrical & hydraulic services

### **Pluto Site B – Temporary & Miscellaneous Facilities**

CLIENT Woodside Energy

VALUE \$148 million

DETAILS Construction of temporary site facilities & misc civil works







# PROJECTS — NON-PROCESS INFRASTRUCTURE

#### **Pluto Central Control Room**

CLIENT Woodside Energy

VALUE \$31 million

DETAILS Construction of 2,000m<sup>2</sup> Central Control Room & admin

buildings. Includes 320m<sup>2</sup> guardhouse & medical facility

#### **Finucane Island Building Complex**

CLIENT BHP Billiton

VALUE \$41 million

DETAILS New buildings construction including admin offices, staff

amenities, workshops, warehouse & refuelling facility

#### **Gorgon LNG Project – Site Preparation**

CLIENT Thiess (Chevron)

VALUE \$74 million

DETAILS Design and construct temporary construction warehouses,

transportable buildings & workshops



# PROJECTS — ACCOMMODATION VILLAGES

#### **Gorgon Construction Village**

CLIENT Chevron

VALUE Total JV contract \$518M (Decmil share \$176M)

DETAILS Construct 3,300 person village on Barrow Island

#### Port Haven Accommodation Village

CLIENT BHP Billiton Iron Ore

VALUE **\$136M** 

DETAILS Design and construct 1,200 person village

#### **Kandama Accommodation Village**

CLIENT Fortescue Metals Group

VALUE \$83M

DETAILS Design and construct 800-person "Resort Style" village







# **FUTURE PROJECT PIPELINE**



# Top Ten Major WA/NT Projects

\$280bn worth of Western Australian projects are in the pipeline.

Source: WA Business News September 2, 2010



www.decmil.com.au



# FUTURE PROJECT PIPELINE

Client	Project Name	Value	Location	Construction Period	Decmil Pipeline	Туре
Chevron	Gorgon	\$43.0b	Barrow Island	Estimated completion 2014	\$400M	Civil, NPI
Rio Tinto	330 Expansion	\$10.0b	Pilbara	2011-2015	\$180M	Village, Civil, NPI
Woodside	Pluto	\$13.0b	Pilbara	90% complete	\$80M	Civil
ВНР	RGP6	\$2.2b	Pilbara	Mid 2011-2013	\$150M	Village, Civil, NPI
Hancock Prospecting	Roy Hill	\$7.2b	Pilbara	2011-2013	\$1.5b	Village, Civil, NPI
Woodside	Pluto Train 2 & 3	\$2.7b	Pilbara	Mid 2011-2013	\$300M	Civil
Chevron	Wheatstone	\$23.0b	Pilbara	Late 2011-2015	\$750M	Village, Civil, NPI
Inpex	Inpex	\$25.0b	Darwin	2012-2016	\$250M	Village, Civil, NPI
FMG	Solomon Stage 1	\$3.2b	Pilbara	Mid 2011 – 2013	\$150M	Civil, NPI
Woodside	Browse	\$10.0b+	Pilbara	2012-2015	\$1.0b +	Village, Civil, NPI
WA Gov't	Oakajee	\$4.4b	Geraldton	2011-2014	\$100M	Village, NPI
TOTAL		\$143.7b			\$4.86b	



# HEALTH, SAFETY AND ENVIRONMENT

# **Total Recordable Incident Frequency Rate (TRIFR)\***





- Implemented Safety/Health In Every Level @ Decmil (SHIELD)
  - program to drive safety culture and facilitate improvements across company
- Strong focus on employee health, including skin check and fatigue clinics
- Carbon inventory program introduced to reduce and offset residual emission levels





# STRATEGY

- Achieve long-term sustainable profitability
- To maximise growth and return from core markets in energy and resources
- Identify growth opportunities to leverage strengths in new target markets
- To continue to attract, develop and retain the right people
  - highly competent
  - live our values
  - actively contribute to the overall success of Decmil
- Continuously improve our systems and processes to deliver value









# OUTLOOK

- Enter 2011 in an excellent position with a strong order book
- Positive outlook in Resources and Oil & Gas sectors
- New project starts subject to timing
- Current tendering levels high
- Ongoing growth opportunities for diversification in new markets
- Further develop relationships with existing blue-chip clients and streamline processes
- Strong earnings expected to continue











# FINANCIAL HIGHLIGHTS

		FY 10	FY 09	Change
Sales Revenue	\$m	329.0	254.9	+29%
EBITDA	\$m	29.9	19.8	+51%
NPAT	\$m	19.0	12.2	+55%
NPAT Margin	%	5.8	4.8	+21%
<b>Operating Cash Flow</b>	\$m	31.4	17.1	+84%
EPS Basic	cps	15.5	10.4	+49%
Return on Equity	%	21.0	15.7	+34%

Above figures relate to continuing operations



# STRONG BALANCE SHEET

		FY 10	FY 09	Change
Cash on Hand	\$m	52.9	22.9	+131%
Debt	\$m	5.7	4.8	+19%
Net Cash	\$m	47.2	18.1	+161%
Bank Guarantees & Performance Bonds	Utilised \$m Available \$m	57.1 35.4	38.1 44.4	+50% -20%
CAPEX	\$m	5.8	5.4	<b>+7</b> %

- Significantly improved net cash position
- Maintained minimal level of debt
- Sufficient capacity to facilitate future growth strategy



# **BOARD & EXECUTIVE MANAGEMENT**







**Geoff Allen** 



**Giles Everist** 



**Robert Franco** 



Bill Healy



Lee Verios



**Scott Criddle** 

#### **BOARD**

Denis Criddle Non-Executive Chairman
 Geoff Allen Non-Executive Director

Giles Everist Non-Executive Director

Robert Franco Non-Executive Director

Bill Healy Non-Executive Director
 Lee Verios Non-Executive Director

Scott Criddle Managing Director and Chief Executive Officer

#### **EXECUTIVE MANAGEMENT TEAM**

Dickie Dique Chief Operating OfficerJustine Campbell Chief Financial Officer

Tom Fallon General Manager, Decmil Australia



